**PROFIT SEMINARS**

**A sneak peak at Empire Farm Days Dairy Profit Seminars**

Dairy Profit Seminars at Empire Farm Days (EFD) are a regular stop for dairy farmers and agribusiness professionals. Each session starts at 10:30 am at the Dairy Seminar Center, on the show grounds at Rodman Lott & Son Farms, near Seneca Falls. This year’s show is slated for August 11 through 13. The seminars are free and are a collaboration between Cornell’s PRO-DAIRY and DairyBusiness East. This issue of The Manager is a supplementary resource for the seminars.

Seminar speakers and panelists are featured as guest authors and are included in a farm profile. The EFD seminars will offer more in-depth discussion of the topics.

Tuesday’s seminar is **Milk Quality: How and Why** and includes presentations from Jessica Scillieri Smith and Rick Watters, Quality Milk Production Services (QMPS), who along with QMPS’ Paul Virkler, are also guest authors in this issue. Scillieri Smith’s focus is on the economics of milk quality. Watters and Virkler review how monitoring the milking center is a multidimensional process, which corresponds to Watters’ EFD presentation.

Empire State Milk Quality Council will host a 25 Year Super Milk winner roundtable, Tuesday. Roundtable participants and 25 year winners share their winning strategies in this issue.

Wednesday’s seminar is **Re-Investing in Your Dairy – The Planning Process** and will include a panel on perspectives associated with business planning. In this issue PRO-DAIRY’s Sam Steinberg, who is also a panelist, shares considerations for planning and designing a dairy facility. Derek and Jake Conway, who recently went through a farm expansion and management transfer, along with their business consultant, Mark Mapstone, Farm Credit East, are also panelists and share their insight in a farm profile.

The Junior DAIRY LEADER presentation and graduation ceremony is 1:30 pm, Wednesday. The Junior DAIRY LEADER is a statewide year-long program for youth between the ages of 16 to 19 who are interested in learning about careers in the dairy field, along with adding to their leadership, personal and professional development.

Thursday’s seminar is **Using Income Over Feed Costs to Manage Your Dairy** and farm and agribusiness professionals will share how they track feeding program performance. Manager guest authors from Cargill explore income over feed costs as a profit driver, and author Russ Saville is an EFD panelist. PRO-DAIRY’s Betsey Howland and Jason Karszes explain net milk income over feed costs and its impact on profitability. Howland is the panel’s moderator.

**Save the date!**

For more information, email biogas@cornell.edu or visit http://prodairy.cals.cornell.edu/conferences.

**2015 Dairy Environmental Systems and Climate Adaptation Conference and Tours**

This 2-day regional conference, with an optional third day of tours, features an unique opportunity to learn about emerging dairy housing and manure management systems in conjunction with regional climate trends and national and international market forces. Climate adaptation strategies for the Northeast and upper Midwest is also a conference focus. Speakers include: Hans Johr: The Corporate Head of Agriculture for Nestle in Switzerland; John Fiscalini: California dairyman and cheese-maker, home of the world-famous Fiscalini farmstead cheese; and Frank Mitloehner: Professor and Extension Specialist at UC-Davis, who specializes in agricultural air quality and sustainability.

- **July 29 – 31, 2015, The Statler Hotel, Cornell University, Ithaca, NY**

---

**Inside**

- Milking time evaluations are more than just numbers page 15
- Empire State Milk Quality Council’s 25 year Super Milk winner roundtable page 16
- The economics of milk quality page 18
- Income over feed cost, the “ultimate profit driver!” page 19
- Dairy Acceleration Program helps farm sustain future page 20
- Understanding net milk income over feed costs and its impact on profitability page 22
- Thinking about building a barn? page 23

---

**The Manager** is a special section prepared by PRO-DAIRY specialists appears in DairyBusiness East four times a year. In keeping with the PRO-DAIRY mission, The Manager helps strengthen the management skills of dairy producers and increase the profitability of the dairy industry. PRO-DAIRY, an educational program begun in 1988, is a joint venture of the New York State Department of Agriculture and Markets, Cornell University’s College of Agriculture and Life Sciences, and Northeast agriservice organizations. For reprints of PRO-DAIRY’s The Manager, contact David LaCombe, DairyBusiness Communications, 6437 Collyer Rd, East Syracuse NY 13057. P: 800.334.1904 or 315.703.7979 ext. 233. Email: dlacombe@dairybusiness.com.

Julie Berry (jrb7@cornell.edu) edits The Manager for PRO-DAIRY.